

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 COME-00 SP-02 AID-05 EB-07 NSC-05

CIEP-01 TRSE-00 SS-15 STR-04 OMB-01 CEA-01 CIAE-00

PM-03 INR-07 L-02 ACDA-05 NSAE-00 PA-01 PRS-01

USIA-06 SAJ-01 FRB-03 DODE-00 /083 W

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R 131253Z MAY 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 104

USMISSION NATO

C O N F I D E N T I A L MOSCOW 6556

E.O. 11652: GDS

TAGS: ETRD EEWT UR NATO

SUBJECT: ECONADS: SOVIET VIEW ON DETENTE AND TRADE

REF: USNATO 2632

1. ARTICLE CIRCULATED BY CANADIANS STRIKES US AS UP-TO-DATE  
VERSION OF STANDARD SOVIET PITCH EXTOLLING BENEFITS OF EAST-  
WEST TRADE FOR ALL PARTICIPANTS. IT INCLUDES THE USUAL  
EXAGGERATIONS AND HYPERBOLE (PARAS BEGINNING QTE THIS CAN BE  
GRAPHICALLY SEEN ... UNQTE, QTE BUT THE SCOPE OF SOVIET-US  
TRADE... UNQTE, AND QTE REPRESENTATIVES OF THE US...UNTQE)  
AND IS INTENDED FOR CONSUMPTION BY SOVIET DOMESTIC AUDIENCES  
AS MUCH AS BY FOREIGNERS.

2. AS EXPRESSION OF TYPICAL SOVIET JUSTIFICATION FOR USSR'S  
READINESS TO RELAX EXTENSIONS THROUGH TRADE, ARTICLE REFLECTS  
CURRENT LIMITS OF SOVIET PUBLIC CONCEPT OF INTERNATIONAL  
ECONOMIC COOPERATION. IMPLICIT IN CASTING OF ARTICLE IS  
CHARACTERISTIC REFUSAL TO SEE TRADE WITH INDIVIDUAL COUNTRIES  
OUTSIDE STRICT BILATERAL FRAMEWORK: SEEMING TO ENVISION  
USSR AS RICH HEIRESS PURSUED BY RIVAL CAPITALIST SUITORS  
EAGER TO COMPETE FOR HER FAVORS, SOVIETS DESCRIBE BEFEFITS  
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OF TRADE FOR USSR IN TERMS OF INCREASINGLY ADVANTAGEOUS

BILATERAL TRANSACTIONS CONCLUDED UNDER STIMULUS PRODUCED BY  
THIS RIVALRY.

3. TO THIS TIME SOVIETS HAVE NOT CHOSEN TO RECOGNIZE  
POSSIBILITIES FOR MULTILATERAL ECONOMIC COOPERATION IN IN-  
TERNATIONAL PROBLEM AREAS, ENERGY OR FOOD FOR EXAMPLE. IN  
EMBASSY'S VIEW SUCH APPARENT BLINDNESS RESULTS AS MUCH FROM  
MOSCOW'S PRESENT UNCERTAINTY ABOUT WHICH TACTICS TOWARD  
THESE ISSUES WILL MAXIMIZE MINIMUM GAINS FOR SOVIET UNION  
AS FROM WANT OF PERCEPTIVITY.  
STOESSEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** DETENTE, TRADE  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975MOSCOW06556  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Film Number:** D750168-0440  
**From:** MOSCOW  
**Handling Restrictions:** n/a  
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**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
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**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 USNATO 2632  
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